

WISCONSIN WOOD

MARKETING BULLETIN



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WOOD MARKETING BULLETIN

The Wisconsin DNR publishes the "Wisconsin Wood" marketing bulletin every two months. It serves the timber producing and wood using industries of Wisconsin by listing items: For sale - forest products, equipment and services, wanted - forest products, equipment and services; employment opportunities. There is no charge for the Bulletin or inserting items in it. Only items deemed appropriate to the timber producing and wood processing industries will be listed. Also the Bulletin will feature forest products utilization and marketing news, safety notes, coming events, new literature, tips to the industry, and listing or employment wanted or positions that are available.

If you know of someone who would like to be on the Bulletin mailing list, please ask them to send their name, address and zip code to the return address on the back page. Also, if you have items to list, send in the form or write a letter to the return address on the back page. Repeat listing of items requires a written request each time the item is to be repeated.

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TECHNIQUES FOR DRYING TODAYS HARDWOOD LUMBER September 21, 2001 Kretz Lumber, Antigo, Wisconsin

LSLA is delighted to welcome Drying Expert Fred Lamb of Virginia Tech back to Wisconsin. Fred packed the room last time he was in Wisconsin, **so register early!** Fred will be offering his advanced kiln course targeted at those who want to sharpen their drying skills. Bring plenty of questions because Fred wants to learn about your current drying issues so he can discuss solutions that will improve your lumber quality and your bottom dollar. Fred will cover the following issues:

Drying for Quality - Drying for Throughput: Green Lumber Receiving: *Where the problems start:* Stacking and Sticking Issues and Practices: Laying Out and Operating an Effective Air-drying Yard: Predryer Issues and Operational Techniques: Schedule Modifications and Drying Rates: Drying is More Than Just Schedules: *Modifying dryer techniques and practices:* Techniques for Controlling: Stain, Warp, Checking and Splitting, Target Moisture Content, Moisture Content Variation, Stresses, Drying Mixed Loads, Species Related Issues, Drying Thick Lumber. The fee for this seminar is \$125 for Lake States Lumber Association members, \$200 for non-members of LSLA. As the class is limited to the first 30 registrations, you must register as quickly as possible. **STUDENTS MUST BRING:** Pencil/pen and paper for note taking. A packet of notes will be distributed at the beginning of class. Students must be ready to go at 9:00 with registration beginning at 8:30. Please call the office if you need directions to the Kretz facility. We have a block of rooms on hold until September 1 at the Northwoods Birch Inn, Antigo Wisconsin 715-623-0506 at a rate of \$45.00 for doubles plus tax. Just ask for the LSLA Education block. **REGISTRATION:** PLEASE MAIL or CALL: LSLA Education, Inc., 500 S. Stephenson Avenue, Suite 301, Iron Mountain, MI 49801 (906-774-6767)

SPEAK UP FOR FORESTRY!

By Stephen Bratkovich

An article about wood products caught my eye while reading one of my local newspapers in the Twin Cities (Minneapolis/St. Paul, Minn.). My initial feeling of elation of seeing a "wood article" in a major U.S. newspaper was quickly dampened by two sentences that jumped off the page. The syndicated columnist, while describing the virtues of

reconstituted wood products—particleboard, waferboard, oriented strand board—launched into a general critique of forestry. He stated, "As needs increase, we use up trees faster than they can reproduce. The result is forests are disappearing at an alarming rate."

I've read many misstatements about forests and forest management in the U.S. And many times I've fumed and fussed about these inaccuracies but usually take no immediate action. However, this time I decided to "do something." Within a few minutes I crafted an email to the syndicated columnist. I thanked him for writing a national article on wood products and forests but emphasized the shortcomings of his article by quoting up-to-date statistics published by the U.S. Forest Service. I highlighted that:

- * Acreage of U.S. forestland has remained relatively stable since 1920.
- * Timber growth in the U.S. exceeds removals by 47 percent.
- * Timber inventories (wood fiber per acre) have increased 37 percent since 1953.

I ended the email with an encouragement for the writer to use some of the statistics in future articles. I felt very satisfied after hitting the "send" button on my computer. But then I thought, "I'll never hear from this guy. He's a syndicated columnist living in a big city nearly 1,500 miles from me". Plus, I thought, he's surely too busy to answer every email or letter he receives.

A few days later – a big surprise! I received a very nice email from the writer, thanking me for providing him with additional information. Within 48 hours I got a second follow-up, this time a phone call from his assistant. I learned that, in addition to his syndicated column, he hosts a nationally syndicated radio show. And – surprise again! – I was invited to appear on his show later in the week to discuss my email!

During the radio interview, the host (syndicated columnist) read my email—

word for word—on the air. I was asked to provide the listeners with more detail on some of my points although it wasn't easy to do with a fast talking host and a couple of commercial breaks that threw off my timing. However, the bottom line was that my original email message to the syndicated columnist was heard by millions (OK, maybe thousands) of people. That's quite a payoff for a short email that took 10 minutes to research and write.

So why am I telling you about my email that turned into a national radio interview? Because most of us, from time to time, read or hear misstatements about forestry, forest management, or forest products but we let them pass. We grumble about half truths, distortion of facts, and misleading statements but do little to remedy the situation. My advice is simple: don't stand on the sidelines. Take action!

Here are a couple of pointers or lessons learned from my recent experience. Try them out the next chance you get.

- * Respond quickly (Don't let the fire die)
- * Respond fairly (Don't be too harsh or critical)

- * Be brief (The shorter your response, the better chance someone will read it)

- * Know your facts (stick to them)

- * Call for action (Suggest a follow-up story or interview)

If you don't speak up for forestry and related natural resources issues, who will?

This article appeared in the August/September issue of Sawmill and Woodlot Management magazine, page 56.

THINKING AHEAD – LETTER FROM CHAILLE

- The Future of the Pallet Industry – Asking the Right Questions in a Bobbie Head World
By Chaille M. Brindley, Assistant Publisher

Smart companies stay on top of emerging trends, and a big part of being ready for the future is asking the right questions today. Sometimes things come and go based on the whim of the masses. Other times gradual changes cause gigantic shifts over decades.

Focusing your business on the flavor of the month is a risky proposition. For every successful idea, like the bobble head or overnight parcel delivery, there are piles of things that don't catch on or develop significant demand in the marketplace. The smart money follows shifts in how businesses and consumers operate. Outsourcing, consolidation of vendors,

online purchasing, improved logistics tracking, business globalization, organic business, focus on total system cost, just-in-time inventory and lean manufacturing are all examples of major trends and shifts in business thinking.

Some of these ideas will impact the forest products industry, including pallet and lumber companies. Some of these will not. If you bob along day-to-day putting out fires without thinking about the long-term, you may miss the future worrying about the present. Now that I have all the cliches out of the way, let's focus on the questions you should be asking about your business.

1)-What are my customers not asking for but they really want anyway? Customers expect you to be mind readers. So if you are not asking how your product is used by your customer, you will not know what they really need. Knowing the needs of your customer could mean the difference between being a value-added provider or just another vendor selling on price. Look beyond your typical product to see if there are value-added services that you could provide or maybe you could provide with the assistance of other partners throughout the country.

2)-Who will I join forces with to service national customers? The good ole days of doing business with mainly local companies or local managers is starting to fade away for some markets. Increasingly, purchasing decisions are being made on a national or regional basis as corporations look to consolidate vendors and become more efficient. Even though the local manager may be your best friend, decisions are made higher up the corporate ladder. And pallets are just not important enough to make a power play over.

Some larger corporations are looking for single source purchasing. Only a few large players and some brokers have been able to supply national accounts up until this point. But there are a number of groups in the works that want to fill the void. These alliances or partnerships hope to unite independent recyclers while leaving the entities as individual businesses. Will any of these catch on? Will any of these alliances work? Who knows! While everybody wants to be a part of the future, nobody seems willing to give up control in order to achieve it. If I were in the pallet business, I would be looking to see how I could join forces with others for the benefit of all.

3)-How can I make my operations more efficient? Lean manufacturing has led

major multinational corporations to improve plant layout and reduce the number of steps or amount of human interaction needed to produce or distribute a product. The basic concept is that there are a lot of wasted steps in many manufacturing operations, and stopping to consider a more efficient way to work can save significant amounts of money over time. Consider having a lunch where you discuss your overall operations with your management staff. Give a bonus to the employee who comes up with the best idea to save money or time.

4)-What are the predictable surprises in your business? Every industry has them – the trends that you should have seen coming if you had stopped in advance to ever really look. The best way to figure out the surprises is to look to the past. What sort of things has significantly impacted your business over the past decade? Then look for similar trends in today's business landscape.

5)-How will technology impact the future of the industry? The forest products industry is fairly low-tech, especially the pallet industry. However, increased automation has helped companies become more efficient with fewer personnel. Software and Web-based information on tracking may be one of the biggest technology improvements shaping the future of the pallet industry. This will be especially true as customers seek to make purchasing more electronic-based and less paper-based.

6)-How will global trade impact your business and the industry? From international standards to the growth of foreign markets as a source for timber, the pallet industry can no longer ignore the implications of the global economy. South America and Russia offer tremendous amount of untapped forests. International plant health standards are causing some packaging users to become confused. Some are even shipping on alternatives to wood just to avoid having any problems when a load gets to a foreign port. Changes in international product flow and the amounts of palletization overseas will impact the domestic pallet market. This could especially become true if many products that are currently floor loaded onto containers are palletized at the point of origin.

7)-How can the overall pool of white wood pallets be improved or changed to meet emerging customer issues? You are not doing business in a vacuum. If you are producing inferior quality pallets and

trying to shove it out the door as if it meets customer specs, you are hurting more than just your reputation. The worse the white wood pallet pool gets, the harder it becomes to present recycled pallets to customers as a viable option to other alternatives. Developing a quality standard similar to the Europallet in Europe will only help the white wood industry take back some of the market share it has lost in the fast moving consumer goods market. Make the name GMA pallet really stand for something beyond what it does today.

You can be like a bobble head and react to whatever forces act upon you. Or you can use your head and look for a way to be part of the future. The choice is up to you.

Source: *Pallet Enterprise*, July 2004.

CONSTRUCTION SPENDING HITS RECORD LEVEL

The U.S. Commerce Department's Census Bureau in early May reported that construction put in place during March was estimated at a seasonally adjusted annual rate of \$944.1 billion, the highest level on record. The previous monthly record was set in December 2003, when construction put in place reached a seasonally adjusted annual rate of \$930 billion.

The March estimate was 1.5 percent above the revised February estimate of \$930 billion, as well as 7.9 percent above the March 2003 estimate of \$875.2 billion. Construction spending for the first three months of 2004 totaled \$198.4 billion, 6.9 percent above the \$185.6 billion reported for the same period in 2003.

Spending on private sector construction in March was estimated at \$722.4 billion, 014 percent above the revised February estimate of \$719.3 billion and 8 percent above the March 2003 rate of 4668.7 billion. The estimated seasonally adjusted annual rate of public construction spending in March was \$221.7 billion, which is 5.2 percent above the revised February estimate of \$210.7 billion and 7.4 percent above the March 2003 rate of \$206.4 billion.

Contracts for office construction projects showed strong growth in March, increasing to an estimated seasonally adjusted annual rate of \$43.7 billion, which is 3.7 percent above the revised February rate of \$42.2 billion and 11.4 percent above the March 2003 estimate of \$393. Billion. Spending for commercial construction projects advanced 0.5 percent

in March, increasing from \$57.6 billion in February to \$57.9 billion in March.

Source: *Frame Building News*, June 2004.

DOC IMPOSES DUTIES ON CHINESE FURNITURE

By Susan Lorimor and Rich Christianson

Preliminary duties placed on imports of Chinese wood bedroom furniture by the U.S. Department of Commerce may have more of an immediate impact on the lobbying efforts of the Furniture Retailers of America than on buyer behavior.

The DOC imposed punitive tariffs on Chinese wood bedroom furniture effective July 17. According to the DOC, the tariffs affect approximately \$1.2 billion of wood bedroom furniture that is manufactured in China for sale to the United States each year.

In announcing its decision on June 18, the DOC noted, "We preliminarily find that producers/exporters have sold wooden bedroom furniture from China in the U.S. market at less than fair value." The DOC noted that Chinese manufacturers' share of the U.S. market for wood bedroom furniture has jumped from 24% in 2000 to 49% in the first quarter of 2004.

Seven Chinese producers, representing approximately 40 percent of all shipments of U.S. Chinese wood bedroom furniture imports, will face duties that range from 4.9% percent to 24.34% (See box).

Eighty-two other Chinese manufacturers applied for and were granted a special tariff rate of 10.92%. They also account for about 40 percent of Chinese wood bedroom furniture annually shipped to the United States. The remaining suppliers of wooden bedroom furniture, who account for approximately 20% of U.S. wood bedroom furniture shipments from China, face a duty of 198.08%. These companies reportedly were slapped the hardest because they did not respond to DOC questionnaires during the written investigation phase of the antidumping case.

Mixed Reactions – "This is not going to have an immediate impact on buyer behavior," said Doug Bassett, spokesperson of the American Manufacturers Committee for Legal Trade, which filed a petition with the DOC and International Trade Commission on Oct. 31, 2003 seeking the imposition of duties. "For the most part, preliminary duties are so low (it will not cause), large

cancellations (of orders from Chinese manufacturers)," Bassett added.

The petition alleged imports of Chinese wood bedroom furniture, priced below manufacturing costs, were being 'dumped' in the United States. The petitioners sought duties of 158% to 440%.

According to the petition, "The dumped imports have taken a very large share of the U.S. market from domestic producers, which has forced domestic producers to close numerous plants notwithstanding a strong demand for wood bedroom furniture in the U.S. market. The industry's operating income and cash flow have all but vanished. It is no exaggeration to say that the subject imports from China have single-handedly forced the industry into a tailspin so swift and deep that it may soon become irreversible."

Michael Veitenheimer, an executive with The Bombay Co. and spokesman for the Furniture Retailers of America, which joined with Chinese manufacturers in opposing petition, said, "We were moderately surprised the duties were as modest as they were."

The FRA, composed of retailers including Bombay, Crate & Barrel, Havertys and JC Penney, have argued that the Chinese are not dumping products and that the imposition of duties will hurt consumers' pocket books and lead to retail job layoffs and possibly retail store bankruptcies.

The Battle Continues – The ITC plans to send field investigators to visit Chinese furniture factories to judge if the Chinese re selling of their products below manufacturing costs. The ITC is to make a final injury determination on or about Dec. 20. According to a DOC fact sheet, "If the ITC makes a final affirmative determination that imports were materially injuring or threatening to materially injure the domestic industry, the Department will issue an antidumping duty order and will instruct Customs to collect cash deposits on imports of subject merchandise."

Veitenheimer said the FRA would lobby members of Congress to rescind the duties. "We will continue our lobbying efforts to just make sure an appropriate amount of pressure is put on the Department of Commerce to treat this fairly," Veitenheimer said. "There has been a lot of China bashing. We have a number of Congressmen to write letters on our behalf."

The Committee for Legal Trade contends the duties will help 'level the playing field' and save jobs. Bassett said his group is hopes the ITC field investigation will lead to higher duties than the DOC's preliminary determination. "The (preliminary) duties announced tend to represent the floor, not the ceiling," he said.

"The good news is they investigated seven companies, and found the seven guilty of dumping," Bassett said. "The Commerce Department, in preliminary decisions, often gives the benefit of the doubt to the Chinese." He added that he believes ITC's investigations because information gathered in the verification process may include facts the Chinese originally withheld in written correspondence.

In the preliminary investigation, various records were requested to determine if dumping had occurred, and a 'dumping margin' was calculated for Chinese companies that export wooden bedroom furniture to the United States.

The dumping margin as calculated by taking the difference between the normal value for a product in a market economy – including consideration of production, energy, selling and administrative costs – and what the product, as sold in China, a non-market economy, actually cost to make.

Canadians Ponder Antidumping Action – The U.S. antidumping case had prompted a group of Canadian furniture manufacturers to consider initiating one of their own against the Chinese.

Hugh Owen, president of the Ontario Furniture Manufacturers' Assn, told the *Globe and Mail* the decision represented a "bargaining chip" to make a case that china is also "dumping" products in Canada.

The newspaper reported that the OFMA and others are studying the impact of Chinese imports on the Canadian wood furniture, leather upholstery and metal dinette industries, to determine whether or not there is enough evidence to file a complaint with the Canadian International Trade Tribunal.

Source: *Wood & Wood Products*, July 2004.

CEMENT SUPPLY RUNS SHORT, PRICES HIGH

By Rural builder Staff

Several factors have converged to create tight supplies of cement, the key ingredient

in concrete, which is used in nearly every type of construction. Shortages have been felt in southern states such as Florida, North Carolina, and Texas, while northern states like Wisconsin have realized severe price hikes.

Why is supply falling short of demand? Ryan Puckett of the Portland Cement Association offers a handful of explanations.

First, strong construction markets have increased demand. Construction spending reached an all-time high in March with a seasonally adjusted annual rate of \$944.1 billion. The 1.5 percent increase, compared with February activity, exceeded the expectations of most economists.

The flare in demand arrived on the heels of an unusually active winter for construction, traditionally a down period when plants can stockpile cement in anticipation of the spring construction surge. Instead, there was no letup in demand last winter and little opportunity to prepare a strong inventory for spring when construction activity traditionally increases.

Another factor is freight – limited availability of transport ships and escalating shipping rates. Construction is a cyclical industry, and the U.S. depends on imported cement to fill the gap between domestic production and fluctuating demand. According to figures from the U.S. Geological Survey, 2003 U.S. Portland cement consumption was 107.5 million metric tons. Of that total, 23.2 million tons or 22.6 percent was imported cement.

This spring, shipping rates skyrocketed and availability of ships is limited. A key element of the limited shipments is the booming Asian economies. Subsequently, these conditions make imports of cement more expensive and difficult to acquire.

The PCA notes that cement shortages are regional – some areas will continue to experience critical supply problems, while other areas will have no problems. The length and severity of the shortage depends on the region and on the cement companies serving that region.

Source: *Rural Builder*, July 2004

6 SIMPLE MARKETING STEPS TO IMPROVE PROFITABILITY

By Stephen Bratkovich

The "ins and outs" of marketing lumber products are rarely compared to rocket science. However, like putting a spacecraft into orbit, there are critically

important steps in profitably converting a standing tree into a saleable product. Many first-time sawmill operators and wood-product manufacturers have limited knowledge of the marketing process. Few have a working knowledge of all the skills and insights needed to become a successful marketer.

This month's column focuses on six simple marketing steps to improve your sawmill's bottom line. The insights provided are courtesy of one successful marketer of specialty wood products.

Krantz Wood Sales – John and Marci Krantz of Forest Lake, Minnesota, specialize in providing lumber products to the wood-carving industry. Begun in 1987 as a part-time venture, Krantz Wood Sales is now full-time and specializes in basswood and butternut carving stock, ovals, crosscut rounds, glued-up panels, bark-on boards, and other wood items in demand by carvers and woodworking hobbyists.

Although not a sawyer himself, John Krantz has over 35 years experience in working with the sawmill industry. Currently, he buys logs and contracts the lumber processing to small mill operators who produce "cut to order" stock for his specialty business.

Step 1 – Decide on Your Market Niche – "Before you saw your first board, have some knowledge of the market intended for the board," emphasizes John Krantz. "The thickness and width of the boards dictate your market opportunity."

For instance, Krantz offers the following specialty-market examples. "The scroll-saw market prefers wide boards that are ½ inch or thinner. Wood turners prefer hardwoods that are 3 inches or more in thickness, sometimes square and sometimes wide for turning into bowls. The wood-burning artist prefers light-colored woods, usually less than 1 inch thick."

Krantz's bread-and-butter is the carving market, which pays premium prices for 3-, 4-, and 5-inch-thick, properly sawn, soft hardwoods. The general craft market uses material that is mostly 1 inch and under in thickness. The intarsia market wants colored wood, including boards with blue and gray stain.

"If you plan to saw for the cabinet industry," Krantz explains, "a nice clear 1-inch-thick board is great. If you are located in farm country, then lower grade but wide 2-inch planks sawn from semi-rot-resistant species are good sellers."

The important point is to figure out what business you are in (your “niche”) before sawing the first log. Krantz notes, “A sawmiller – whether large or small – should know what he does best and then become a specialist in that market.”

Step 2 – Manufacture Quality Products – Most customers are not eager to pay premium prices for knots, splits, spots, streaks, and bowed boards. Customers prefer 100-percent-usable wood. End-trimming boards, defecting-out knots, straight-lining the edges, and planing the surfaces are all steps that will make your product more desirable to your customer.

In my business, Krantz explains, “board length is often not a determining factor in marketing wood as a specialty item. We rarely sell boards longer than 4 feet and we sell many boards less than 1 foot in length.”

If you’re not a believer in the value of short boards, Krantz offers this challenge. “Go into a brand-name woodworking store and quiz them about board length. They will tell you that they often saw long boards into short boards for customers.

“This gives the sawmiller an opportunity to defect clear cuttings from larger boards into high-grade, attractive, shorter pieces. And don’t forget that wide boards, even short ones, are almost irresistible to a customer.”

Krantz’s motto is that a quality product will sell itself. He illustrated this statement by saying, “A customer told me the other day that he would drive 200 miles for my wood because of its quality.”

Step 3 – Try to Sell Retail – Why let someone else take 40 percent of your profits when you can do it yourself? John Krantz’s advice: “Take your product directly from the sawmill to the retail user!”

Selling retail at a higher price sounds good, right? But, the big question is how to find the retail user. In today’s world of information technology, the Internet is becoming a popular way to retail products from your home or office. Establishing a retail outlet at your mill could be the right choice depending on location, traffic flow, etc. For Krantz Wood Sales, the product is brought directly to the potential user.

Krantz notes, “We pay to rent tables or space at wood-carving shows. Others may wish to participate in art shows, wood-turning exhibitions, flea markets, county fairs, or anywhere a crowd attends. Think ‘out of the box.’”

One in every seven families in the U.S. enjoys a hobby involving wood-working

of some sort, so this is a market waiting to be tapped. Krantz acknowledges, though, that selling retail takes extra time and sales for his products are typically less than \$50 per customer. He notes, however, “The biggest advantage is that the customer sees your product first-hand. Once the customer is satisfied with your product, he or she will be a retail customer for life. And they will tell their friends!”

Step 4 – Presentation is Worth 50 Percent of the Sale – Organizing your product, whether in your lumberyard, shop, or at a retail show, has a direct bearing on sales. Krantz takes some simple steps to present his product for the benefit of customers.

“When I’m at a carving show, I always bring several small rolls of carpet to lay on the floor,” he says. “I ask for wall space to lean my larger products upright and stack similar sizes together by species. Marci and I use tables for small pieces and use a table cover with colors to accent the wood. ‘It’s important to keep the small pieces at waist level, so customers can easily view and measure the product.’”

Krantz points out the importance of “being around the wood” to answer customer questions. He also stresses that it’s best if the owner or a knowledgeable associate handles the booth space. “The customer will lose faith in your product if you send someone to ‘man’ your booth who cannot answer the simpler questions.”

Another “presentation pointer” that Krantz practices is his shirt selection. “I wear an orange shirt since it stands out in the crowd. You would be surprised at the number of references the other show exhibitors give you. ‘Go see the fellow in the orange shirt’ is heard more than once at a show!”

Krantz also prints his business cards in bright orange. “They will certainly stand out from others in a pile of cards,” he chuckles.

Step 5 – Price for the Market – Customers attending an art show are much more willing to pay higher prices than folks stopping at your mill. One of the big differences is that “mill prices” are typically commodity prices. Art show prices tend to be specialty markets where the sky can be the limit. Also, prices at bonafide shows are generally not negotiable, whereas someone visiting your mill may expect to play the “used car game” with you.

Krantz says, “Set your price by pricing each board or piece individually and then stick with it. When customers ask me for a senior discount, I tell them the discount is

already included in the price.

Krantz typically markets his product at carving shows in the Midwest. Last winter he traveled to a carving show in Arizona. “I increased my retail prices 10 to 15 percent to cover the extra expense of a show 1,700 miles from home. Since our producer is well known throughout the country, the price increase had no effect on our sales. We sold 9 percent of our show inventory in two days.”

Step 6 – Stay Close to Your Customers – One of the “secrets” for the success of Krantz Wood Sales is the attention given to the customer. Remember, to make a profit you need to satisfy the needs and wants of customers.

The philosophy of Krantz Wood Sales is that “every customer has a unique special need.” “I always keep a notebook handy,” Krantz explained, “to jot down the name, address, and special needs of customers. Sawmill operators should do the same thing.” He continued, “When you saw a product a customer can use, check your notebook and contact them. This is a special touch that keeps the customer coming back to you time and again.”

Final Thoughts – So there you have it: six simple marketing steps that can get your business over the hump and make it a profitable venture. None of the six steps requires rocket science.

John Krantz sums it up by emphasizing, “The big difference between what sawmills need to do and what they’ve traditionally done is that they have to start with identifying the market and then work backward to the raw material. It’s not that way in a commodity business. Sawmillers need to do some homework and find out what niche markets are best suited for their operation, and then find ways to supply them.”

Source: *Sawmill & Woodlot*, July 2004.

CANADA MAKES GAINS IN SOFTWOOD LUMBER DISPUTE

Canada won two recent victories in the trade dispute with the U.S. over softwood lumber.

In the latest round of actions, the U.S. reduced duties on softwood lumber imported from Canada by half. In addition, the U.S. was ordered to review its analysis of Canadian lumber imports, which could lead to some duties being eliminated.

A North American Free Trade Agreement (NAFTA) panel ruled that the U.S. Commerce Department must review its

subsidy calculations on Canadian lumber imports. The agency has until July 30 to comply.

The recalculations could lead to a finding of no subsidy for British Columbia and perhaps the rest of Canada, said John Allan, president of the B.C. Lumber Trade Council. B.C. accounts for about half the softwood lumber exported to the U.S.

Canadian softwood lumber exported to the U.S. is subject to an average 18.8% countervailing duty plus anti-dumping duties that bring the total tariffs to about 27%.

If Commerce revises its methodology according to the NAFTA panel's guidelines, B.C. subsidy rates would fall below 1%, according to Allan. Under trade law conventions, the rate would go to zero, eliminating the countervailing duty, he said. The lower anti-dumping duty would still apply, however.

Earlier, Commerce reduced the countervailing and anti-dumping rates on lumber exported between May 2002 and March 2003 to a total 13.2% - cutting the anti-dumping rate from 8.4% to 3.9% and the countervailing rate from 18.5% to 9.2%. The total is less than half the current rate of 27.2%.

The final rate does not take effect until December, when Commerce completes its final administrative review, so the action has no practical impact on the amount of money deposited by Canadian lumber exporters.

Nevertheless, Canadian government and some lumber industry officials pointed to the reduction as more evidence that the U.S. effort to restrict Canadian exports is crumbling.

The U.S. Coalition for Fair Lumber Imports, which is made up of U.S. lumber producers, dismissed the latest action by the NAFTA panel. The decision "has no effect on what will be collected as that figure will be set by the Department of Commerce's final administrative review results in early December," said coalition chairman Rusty Wood.

Source: *Timberline*, July 2004.

HELP FOR WOOD BUSINESSES –

They're from the government and the wood products industry and they are here to help you.

"They" are Jeff Howe, COO of Colonial Craft, a St. Paul, Minn. Cabinet manufacturer, and Steve Bratkovich, a forest products specialist with the USDA Forest Service's Northeastern Area office

in St. Paul. They're also the authors of a book aimed at providing business management advice and other useful information to small- to medium-size woodworkers.

Titled *A Planning Guide for Small and Medium Size Wood Products Companies: The Keys to Success*, the soft-bound book provides a step-by-step guide to writing strategic plans, marketing plans and business plans. The book is in the process of being updated, but the current edition is still pertinent and relevant.

I heard Bratkovich speak at a recent wood products marketing conference in northern Wisconsin. I was impressed.

The book is available by logging on to the USDA website:

<http://na.fs.fed.us/spfo>.

Here are just a few of the useful items in the book: •The true test for any strategic planning process is the extent to which it affects the activities of the company and the behavior of its employees. The purpose of strategic planning is to develop a better road map to guide the company.

•The first step in strategic planning is to reach initial agreement about the nature, purpose and process of strategic planning. A planning committee should be formed to address the following important questions:

Who should be formed to address the following important questions: Who should be involved in the effort (individuals and organizations)? Who will be on the planning team? What are the potential benefits to the firm of strategic planning? What resources are needed to proceed with the effort? What are the desired outcome? What specific steps should be followed? And, what should be the form and timing of reports? •Key decision makers should be included on the strategic planning team, as well as possibly some representatives of important external "stakeholders," such as representatives from raw material suppliers customers and trade associations. •Formalize a mission statement. Defining and/or clarifying your company's mission can be soul-searching, demanding and time-consuming. Each member of the team should answer the "who, what and how" questions individually, first, and then come together as a group for discussion. •Though the process of defining your firm's mission may seem like a lofty exercise for a small or medium size company, it is not meant to be simply "window dressing." •A major purpose of strategic planning is to identify external threats and opportunities that may demand a response in the near future. The

idea is to prepare your company to respond effectively before a crisis develops or an opportunity is lost. •The internal environment should also be assessed to identify strengths and weaknesses that help or hinder your company in carrying out its mission. •A marketing plan is a brief written report that summarizes the details of your firm's marketing activities for a given period in the future; usually the next year. The marketing plan differs from the strategic plan, in that it focuses more narrowly on a specific product and/or market. •The primary difference between business plans and strategic or individual marketing plans is that the business plan is generally designed to be read by someone outside the day-to-day operation of the company, like investors or a bank.

What's extremely useful about this guide is that the authors walk you through the processes of developing these three plans as well as the implementation of the plans. It's also very readable and accessible. I recommend getting a copy for your company if you're considering putting together any or call of these plans.

Source: *Wood Digest*, July 2004.

BUSH PLAN OPENS MORE FOREST TO LOGGING

Governors would have to petition the federal government to block road-building in remote areas of national forests under a Bush administration proposal to boost logging.

Environmentalists say the proposed rule change, outlined this week in the Federal Register, would signal the end of the so-called roadless rule, which blocks road construction in nearly one third of the national forests as a way to prevent logging and other commercial activity in backcountry woods.

Without a national policy against road construction, forest management would revert to individual forest plans that in many cases allow roads and other development on most of the 58 million acres now protected by the roadless rule, environmentalists say.

"Basically, I think this proposal takes away protections on a national level" against road-building and logging. Robert Vendermark, codirector of the Heritage Forest Campaign, said Thursday.

Forest Service spokeswoman Heidi Valetkevitch stressed that the proposal was preliminary, but called it an accurate statement of the administration's intentions.

Officials had said last year they would develop a plan to allow governors to seek exemptions from the roadless rule. The latest plan turns that on its head by making governors petition the Agriculture Department if they want to maintain restrictions on timbering in their state. "The roadless rule is struck down nationwide," Valetkevitch said, referring to a 2003 ruling by a federal judge in Wyoming. "We are trying to create a rule that will pass legal muster."

Mark Rey, the Agriculture undersecretary who directs U.S. forest policy, said the Federal Register notice was just one of many options the administration is considering. Asked why other options were not published, he said they were "fairly complicated". Rey said the previous plan to maintain the existing rule while allowing governors to opt out "is not something we can do," because of the Wyoming ruling.

The Clinton administration adopted the roadless rule during its final days in office in January 2001, calling it an important protection for backcountry forests. Environmentalists hailed that action, but the timber industry and some Republican lawmakers have criticized it as overly intrusive and even dangerous, saying it has left millions of acres exposed to catastrophic wildfire. The three-year-old rule has twice been struck down by federal judges, most recently in a Wyoming case decided in July 2003. That case, which environmentalists have appealed, is one of several pending legal challenges, complicating efforts to issue a new plan.

The Federal Register notice calls for public comment to begin this summer and continue into September, although Rey called that timetable uncertain at best. "It's far from a done deal," he said.
Source: Sawmill & Woodlot
August/September 2004

WHO IS GOING TO HELP YOUR COMPANY MOVE YOUR EXCESS INVENTORY? NAEIR IS

Many companies are not aware of a quick and easy solution to excess inventory problems. If your company wants to save money on taxes and move product overruns, returns, or usable seconds. The National Association for the Exchange of Industrial Resources can help.

By donating new, overstock inventory to NAEIR, regular C corporations may deduct the cost of the goods plus half the difference between cost and fair market

value. Your deduction could be up to twice cost. S corporations, partnerships, and sole proprietorships earn a straight cost deduction. This option has been available to companies since 1976 under the U.S. Internal Revenue Service Code Section 170(e)(3).

Over 7,000 companies have donated \$1.6 billion in inventory since NAEIR's founding in 1977. All of those products are redistributed to deserving schools, churches, and nonprofit organizations nationwide, so you would clear out warehouse space, receive an above-cost tax deduction, and contribute to a worthy cause.

The process is quite simple. For a step-by-step guide to donating, contact NAEIR's Corporate Relations Department at (800) 526-0955 or e-mail donor@naeir.org.

Publications

MAXIMIZING FOREST PRODUCT RESOURCES FOR THE 21ST CENTURY.

(New Processes, Products, and Strategies for a Changing World)
By Richard F. Baldwin

The forest industry is an essential global industry – yet it is an enigma. Some believe the Paul Bunyan heritage still lives; a heritage of big men, huge mills, and ancient trees. Others are not sure: they know trees are the mainstay raw material for lumber, papers, and other products, but they don't know if the forest reemerges after harvest, and if it does will the land ever return to its preharvest condition. Somehow the industry has not escaped its cut-and-move-on reputations of the 19th century. The consumer and the industry have somehow each failed to recognize the change in each other.

This book is a process report to the industry participant, the consumer, the investor, and others who depend in some way on the forest and its products. Hand-on business activities, interviews, observations, and research in the United States and 2 other countries covering five continents over the decades have provided material for the text. The 19 chapters are divided into five sections; an overview; the raw material base: globalization and re-engineering; the mills: adapting to change; marketing and sales: meeting global demand; and moving ahead to the 21st century.

Richard Baldwin has more than 45 years of experience in the global forest products industry. He has been a supervisor, plant manager, and senior executive at over 40 U.S. mill locations, and has held executive positions with major companies including Simpson Timber, Champion International, and the Springfield Group. He is currently President of Oak Creek Investments LLC in Eugene, Oregon and President of EcoAmerica Forest Products S.A. in San Jose, Costa Rica.

Coming Events

SEPTEMBER 21-24, 2004 – North Carolina State University presents The 37th Annual Hardwood Dry Kiln Operators Short Course at Haywood Community College Clyde, North Carolina, September 21-24, 2004.

Good kiln drying practices are required to prevent drying defects and to produce a quality product. The most cost-effective method for insuring quality is to provide training for your dry kiln operators and their supervisors. To help accomplish this task, North Carolina State University, Wood Products Extension, will conduct its 36th annual Dry Kiln Operator's Short Course at Haywood Community College in Clyde, North Carolina, September 21-24, 2004. The Southeastern Dry Kiln Club sponsors the course.

The thrust of the course is to teach the participants how to operate a kiln on a daily basis including sample selection and preparation, schedule selection, kiln monitoring, equalizing and conditioning. The course participants will not only hear the theory of dry kiln operation, but will gain hands on experience drying a kiln load of lumber. The course is designed to give new kiln operators a strong background in drying lumber and has also provided to be a good refresher course for seasoned operators.

For more information, contact Joe Denig, North Carolina State University, Campus Box 8003, Raleigh, NC 27695, telephone (919) 515-5582, FAX (919) 515-8739 or email Joe_Denig@ncsu.edu.

OCTOBER 1 & 2, 2004 – 2nd Annual Light on the Land Logging Field Day to be held.

The Southwest Badger RC&D Council in cooperation with the WI Department of Natural Resources will be holding the Second Annual "Light on the Land Logging – Small Scale Logging & Forestry BMP's Field Day". The field day

will be held at the Black hawk Wildlife Area near Sauk City and will run from 9:00 a.m. to 5:00 p.m. both days. This event will feature workshops, equipment demonstrations and exhibitors. Workshop topics include Directional Felling, Forestry Invasive Species, Timber Stand Improvement, Bucking for Grade and Forestry Best Management Practices. The Light on the Land Field Day is free to the public. For more information contact Southwest Badger RC&D at (608) 723-6377 ext. 136 or visit our website at swbadger.com.

OCTOBER 11-15, 2004 – Fundamental Course: Energy Utility Basics. Madison, Wisconsin Register online today at www.wpui.org. This course is intended for employees of electric and natural gas utilities, regulatory staff, consumer organizations, legislative staff, state and local government personnel, energy utility practitioners, energy buyers, and competitive energy service providers. This course addresses the needs of individuals who are new to the energy utility field and those who are seeking a better grasp of public utilities, the regulatory process, and current issues.

October 29, 2004, Lean Manufacturing in the Wood Products Industry

Meeting Location, Plaza Hotel and Suites, 1202 W Clairemont Ave, Eau Claire, Wisconsin 54701.

Lean Manufacturing is emerging as the manufacturing paradigm across many industries. Lean Manufacturing, simply defined, is a method of doing more with less. Specifically, Lean Manufacturing is producing high quality products with minimal floor space, work-in-process (WIP) inventory, finished goods inventory, material movement, non-value-added activities, and human effort

Highlights of the program outlined below include a three hour workshop given by Steve Hunter, Ph.D., co-author of the book "Lean Manufacturing Systems and Cell Design" and author of the "The 10 Steps to Lean Production" in FDM magazine. Additional speakers will address company alignment, value stream mapping and lean implementation case studies.

The session is sponsored by the Forest Products Society Upper Mississippi Valley Chapter and the Great Lakes Wood Manufacturing Partnership: Lodging: Lodging

arrangements are to be made separately from meeting reservation. A block of 30 rooms have been reserved at the Plaza Hotel for \$72.00 per night for the night of October 28. Room reservations should be made on or before October 15 to get this room price. Plaza Hotel and Suites, 1202 W Clairemont Ave, Eau Claire, Wisconsin 54701, 715-834-3181

For questions about the program, please contact Bob Seavey (bseavey@umn.edu or 612-624-3028). Registration Fees Before October 15, 2004, FPS Member \$290.00, Nonmembers \$310.00, After October 15, 2004, FPS Member \$310.00 Nonmembers \$330.00, Lunch is included in the registration fee. Make checks payable to: FPS/Upper Mississippi Valley Section to: Bob Seavey, Dept of Biobased Products, University of Minnesota, 2004 Folwell Ave., St. Paul, MN 55108, Fax: 612-625-6286

FOR SALE

Timber and Forest Products

WE MANUFACTURE WOOD items to customers specification, such as dowels, plugs, wedges, blocks, handles, knobs, legs, mouldings, balls, bases, rollers, spools, and shaping. Visit our newly created web site at:

www.americanwoodworking.com. Contact American Wood Working Co., Inc. PO Box 335/263 Church St., Montello, WI 53949, phone (608) 297-2131, Fax (608) 297-7124.

CHRISTMAS TREES: Balsam, Fraser, fir and blue spruce. Contact Bob Gabriel Tree Farm, N33072 Cty Rd D, Blair, WI 54616, phone (715) 538-2379.

DOWELS, RODS, POLES, 3/4" to 2 1/2" dia., lengths up to 16 ft. long with no splicing. Can splice poles longer. Ideal for tool handle replacements. We also make factory cart truck stakes, and replacement parts. Wheelbarrow handles, core plugs, rewinding plugs, plywood shipping circles, pry bars, lifting sticks, paddles, many types of wood plugs, cutting sticks plus many types of custom-made wood products, made to customer's specs. For a quote contact Mark Slade at Mark Slade Manufacturing, 110 South Mill St., Seymour, WI 54165-1250 or call

(920) 833-6557 or Email to DRHANDLES@NEW.RR.COM.

BALSAM AND SPRUCE CHRISTMAS TREES. Hundreds must go! Contact Bonnie Harder, 16297 W State Rd 48, Birchwood, WI 54817, phone (715) 354-3732.

CEDAR LUMBER AND CANTS – Paneling, fencing 4x8x8, 4x4x8 and 6x6x8 or cut in the dimensions you need. Excellent cedar and good price. Contact Billy Imhof, 5859 Cingmars Rd, Littlefork, MN 56653, phone (218) 278-4417.

ANTIQUE AMERICAN CHESTNUT – is a rare find these days. Once a predominate species in the Blue Ridge Mountains, it was all but eliminated by a blight in 1906. The warm brown color accentuated by worm holes, and nail marks, and interesting grain patterns make this appraised material. Contact Martin Cina, Route 2, Viola, WI 54664, phone (615) 285-0329.

BLACK WALNUT POLES from a thinning. There will be about 400 stems averaging 5.5 inches dbh and for most, 9 to 12 feet of clear stem. Many are straight. These could be fence posts and rails, firewood, canes, dowels or made into craft items. Harvesting can be negotiated. I prefer harvesting to occur over 2-3 years. Easy access. Trees are in southern Wisconsin, just north of Delavan Lake. A visit can be arranged. Contact John Buzzell, 500 E. Marylyn Ave, G-107, State College, PA 16801 at (814) 237-1401 or Freststew@aol.com.

70,000 BF 4/4 #1 TRIMS, WHITE OAK, GOOD WIDTHS – LENGTHS 3' & 4' ONLY. Kiln Dried 10% MC – rough full saw. Price \$650 per M FOB mill Columbus rate. Contact W. Preston Germain, Germain Lumber Co., Inc., Pittsburgh, PA 15215, phone (412) 782-3240, Fax (412) 781-2551, website germain@bellatlantic.net.

PLYWOOD, OSB, particleboard, and/or MDF cut-to-size shape according to your specifications. From high-end uses like furniture and architectural to lower grades suitable for boxes or pallet decks. Plywood blocks for pallets are also available. Contact Joe Campbell, Steel City Lumber Co., PO Box 36189, Birmingham, AL 35236, phone (800) 733-

1907, phone (205) 733-1709, E-mail Joecampbel@aol.com

WE MANUFACTURE LARGE hardwood timber skids to customer's specifications. For shipping large machines, generators, motors, etc. Contact Conrad Lumber, ask for Don, W462 EE Road, DePere, WI 54115-8942, phone (920) 336-1625.

Equipment

THREE BELL 4a DOWEL machines with extra blades and setups up to 2 1/2" diameter. Plus large table saw, 30 blades, most are carbide tipped, 12" to 16" diameter. Contact Mark Slade at Mark Slade Manufacturing, 110 South Mill St., Seymour, WI 54165-1250 or call (920) 833-6557 or E-mail to DRHANDLES@NEW.RR.COM pictures available by email.

1989 170XL FRANKLIN GRAPPLE skidder w/winch, powershift, 2 sets of tires, running daily, \$11,500 OBO; Hydro Ax 311 B with 22" bar saw. Brand new J.D. motor, very tight. Excellent shape. Running daily, \$16,500 OBO. Contact Coldwater Logging, W15880 Peaceful Ave., Sheldon, WI 54766, phone (715) 452-5517.

ARASMITH SALVAGER HOG w/50x50 opening; Prentice Model 150 stationery loader with 5th wheel; Rodgers un-nailer w/10" blades; Rip-Jac over & under pallet dismantler; Waechter band resaw; Williams C-32 No-Nife hog; Morbark Model 640 debarker; Fastline log merchandiser Bronco pallet stackers; Lauderdale Hamilton super chop pop-up trimmer; Newman chamfering machine; Cornell double arbor resaw with cut-up system; Cornell remote trim saw; Cornell cant sizer; Pendu diesel powered M5000 gangsaw w/log cabin tooling; Pendu diesel powered A5000 double arbor resaw system; Penndu A4000 w/cutoff; Brewer gang saws; Wilson 4-strand unscramble w/Corley package deck; Woodpower grinder Mod T_60; Morbark waste recycler; Hempstead low-speed whole pallet grinder; Keystone stake pointers, manual and automatic. Contact Bob (610) 621-2893, E-mail: ramco@juno.com.

LATEST TECHNOLOGY FOR Sawing Grade Lumber. Contact Up Country Manufacturing, N6642 River Road,

Wittenberg, WI 54499, phone (800) 854-7439.

SAW HAMMERING EQUIPMENT: hammering bench, anvils, strait-edges, hammers and tension gauges. Several hammers and gauges. All for \$2,500.00. Contact Jim Korleski, 13437 W State Road 81, Brodhead, WI 53520, phone (608) 879-9950.

FRED HAUSMANN BRIGUETTOR, makes disks and or logs using waste bark, sawdust. Includes rotary drum dryer, firepot, duel feed augers, bin, press feeders, 108' cooling tubes, and much more. Contact Nagel Lumber Co., Inc., Box 209, Land O' Lakes, WI 54540, phone (715) 547-3361.

1995 VALMET 503 3-WHEELER w/valmet 942 processor head. 5100 hours, \$29,500. See picture at website: www.richardsmachinery.com or contact Richard Carlson, PO Box 1115, Marinette, WI 54143, phone (715) 735-7634.

WE MANUFACTURE LARGE hardwood timber skids to customers specifications for shipping large machines, generators, motors, etc. ALSO, Aqua-Therm wood heat – closed system, forced air draft, stainless steel firebox, 15-year warranty, ash removal auger, for radiant or forced air system. Conrad Lumber is the dealer for the Green Bay and Fox Valley area. Contact Conrad Lumber, W462 EE Road, DePere, WI 54115-8942, phone (920) 336-1625.

For sale: Arasmith Salvager Hog w/50x50 opening ;Prentice Model 150 Stationery loader w/5th Wheel; Rodgers Un-nailer w/10" blades; Rip-Jac over & under pallet dismantler ; Waechter band resaw; Williams C-32 NO-Nife hog; Morbark Model 640 debarker; Fastline log merchandiser; Bronco pallet stackers; Lauderdale Hamilton Super Chop Pop up Trimmer; Newman chamfering machine; Cornell double arbor resaw with cut up system; Cornell Remote Trim Saw; Cornell Cant Sizer; Pendu Diesel Powered M5000 Gangsaw w/Log Cabin tooling; Pendu Diesel powered A5000 double arbor resaw system; Pendu A4000 w/cutoff; Brewer gang saws; Wilson 4 strand unscrambler w/Corley package deck; Woodpower Grinder Mod T-60; Morbark Waste Recycler; Hempstead low speed whole pallet grinder; Keystone Stake

pointers, manual & automatic; Call Bob 610.621.2893, ramco@juno.com

MORBARK 58" CHIPPER; Precision 48" chipper, Firewood processor w/heated CAB. Contact Sterzing Wood Products, PO Box 153, Crivitz, WI 54114, phone (715) 854-2873.

140,000 BOARD FT. dehumidification kiln in Cornell, WI set up for oak, has successfully raw pine timbers for log homes. Nyle computerized controls, and out-buildings and had up to 52 acres available. Contact Mike Coughlin, Cornell Corp., 808 S. Third St., Cornell, WI 54732, phone (715) 239-6411.

CONVEYOR & HOPPER INFEED; First big roller screen; Patz chain conveyor under screen; Patz inclined chain conveyor; second roller screen with conveyor transfer; 40' Patz inclined chain conveyor; Nugget conveyor. All required electric motors, starters, switches, wiring, etc. ALSO, Cornell – blower edgers, trimmers, notchers, slabsaws, log cleaners, unscramble, decks; Valby – wood chippers; Farmi – skidding winches (in stock); Hitachi – power tools & chains; Patz – conveyors & belts; Lacey Harmer – laser lights; Danco – rip saws; Webster – vibrating conveyors; Jonsered – chainsaws; Dixon – sawmills, edges, conveyors, log turners, hydra-dogs, pallet notchers, debarkers, slab edgers, trimsaws, decks, rollcases, small hydraulic loaders and trailers, trailers with loaders for 4 wheelers; Safe-T-Shelters –storm shelters; over 100 used electric motors and electrical equipment; used sawmill machinery. Contact Rusch Equipment Sales, 400 Rusch Rd, Antigo, WI 54409, phone (715) 627-4361, Fax (715) 627-4375.

VERTIAL EDGER – A great addition to your sawmill operation, the Jackson Vertical Edger is designed to mount on various makes of sawmills. Contact Jackson Lumber Harvester Co., Inc., 830 N State Rd 37, Mondovi, WI 54755, phone (715) 926-3816, Fax (715) 926-4545, Email: info@jacksonlbrharvester.com, Web: www.jacksonlbrharvester.com.

FOUR-SIDED YATES American Molder. Many extra heads, \$4,000.00; large assortment of sprockets for chain or log decks. Most are new; Large spray paint booth for painting or sand blasting,

\$500.00; Assortment of large v-belts – C&D width, are new; Debarker with 20-foot infeed live deck extra spare heads. Needs some work, \$3,000; Single head pallet knocker, \$1500; large bulled ger., \$2500; 10 hp sawdust blower and dust collector, \$900,. Call (715) 267-6517.

CIRCLE SAWMILL located in southwestern Wisconsin on 13 plus acres. Presently operating. Cleerman 3-head block carriage. Morbark debarker and chipper. Crosby Edger and trim saw. Mobile equipment. Can be bought with inventory & timber. Contact Grell Lumber Co., Inc., PO Box 29, Gatham, WI 53540, phone (608) 583-4133.

COMPLETE FIREWOOD packaging machine w/other items. 2-complete saw mills 1-Cleerman and 1-meadows and many other items. Contact Keith Clark, 260 E. 18th St., Dubuque, IA 52001, phone (563) 582-5102.

AQUA-THERM WOOD HEAT; closed system; ash removal auger; forced air draft; for radiant or forced air system; stainless steel firebox; 15-year warranty. Conrad Lumber is the dealer for the Green Bay and Fox Valley area. Contact Conrad Lumber, ask for Don, W462 EE Road, DePere, WI 54115-8942, phone (920) 336-1625.

2 – YANMAR DIESEL 12 HP 2-cylinder motors with electric start and auto clutch; 2- Yanmar diesel 18 hp 3 –cylinder motors with electric start and auto clutch - \$600 each; Crusher (jaw type) 10"x20" opening- \$3,000; Hot and cold, natural gas-fired three-phase (cost \$10,000 new), sell for \$2,000; Crane truck with hydraulic 30' boom on Ford F600, 70,000 miles. Will pick up approximately 10,000 pounds, without rigger. Has new: pump, PTO, hoses, cables, radiator, Michelin steering tires. Lights and crossmember in bed. Must sell – need money - \$7,500. Works great for pulling engines, loading logs and equipment; Large gas Hercules power unit with clutch flat belt pulley, 6-cylinder, 140 hp, 529 cubic inch, could run on natural gas - \$1800. 100,00 pound mechanical jack for lifting buildings and machinery - \$350. Contact G. & G., 2525 Westbrook, Magnolia, OH 44643, phone (330) 866-9764, Fax (330) 866-5225, Email: hgg94072aol.com, visit our website: <http://www.GGRepair.com>.

For sale: Used parts for skidders, small crawlers, and excavators. Shipped Daily - Parts for CAT, JD, IHC, AC, MH, ATHEY, BANTAM/KOHERIG, BOBCAT, CASE, CLARK, TIMBERJACK, DROTT, FRANKLIN, HEIN-WARNER, INSLEY, LEIBERR MICHIGAN, MITSUBISHI, NEW HOLLAND, NEW PROCESS, PETTIBONE, TAYLOR TREE FARMER, AND TROJAN, We also have engines, transmissions, and tires. If we do not have it, we can try to find it with our one of our parts locator systems that contact over 300 parts dealer nationwide. Contact: Schaefer Enterprises of Wolf Lake, Inc., POB 136, 4535 State Route 3 North, Wolf Lake, IL 62998. Ask for Andy, Brad, Dick, Jim, Kevin or Rodney. Call 800-626-6046; 618-833-5498 FAX 618-833-7765, or E-mail us at parts@sewlparts.com or visit our web site www.sewlparts.com.

MEADOWS SAWMILL – Fully automated with 100 hp motor (electric), \$8,000. Hydraulic slab cutter with 25 hp electric motor and conveyor - \$2,000; three-saw meadows edger with 15 hp electric motor, \$2,000; Valby chipper with 60 hp electric motor with high-low voltage starter all in like new condition, \$5,000. ALSO, 20-ft 2-strand log deck with stop and load, \$2,200; 40-ft. sawdust auger with motors, \$1,000; all electric motors are 460 volt 3-phase. Contact Edwin Kuklinski, 8028 Cty CC, Rosholt, WI 65574, phone (715) 592-4591.

Services

WE HAVE A RAYCO FORSTRY Mower that mulches brush up to 6" diameter. Great for getting into thickets of buckthorn, willow, honeysuckle, box-elder and multi-flora rose. Call or write for more information or rates. Very efficient! Contact Midwest Prairies LLC, N1020 Vinnie Ha Ha Rd, Fort Atkinson, WI 53538, phone (920) 563-3165, website www.midwestprairies.com.

DIXON-RUSCH CO., LLC, Antigo, WI is the manufacturer of the Dixon-line of sawmill and logging equipment and we manufacture three different sizes of circular sawmills, two sizes of edgers. Our mills and edgers are made both stationary and portable and we also manufacture: log turners, belt and chain conveyors, rollcases, log turners, hydra-dogs, pallet notchers, slab edgers, debarkers, multiple

saw trimmers, custom-built decks, small and medium-size hydraulic loaders, trailers. We re now manufacturing a deer loader (which every deer hunter should have). Rusch Equipment Sales is our local dealer, but we are seeking dealers in other areas. Contact Dixon-Rusch Co., LLC, 400 Rusch Rd, Antigo, WI 54409, phone (715) 627-4361.

2003 WOOD PROCESSOR available to process your log length firewood. We cut wood at your location within 250 miles of Fleischmanns, NY Mountain Valley Fuel Woods @ (866)-log-wood. Contact John Blish, 160 Kissimmie Rd, Fleischmanns, NY 12430.

G. & G. RECONDITIONS Montgomery Hog Teeth, anvils and rings, Zeno Grinding Machine Cutters. Contact G. & G., 2525 Westbrook, Magnolia, OH 44643, phone (330) 866-9764, Fax (330) 866-5225, E-mail hgg9407@aol.com, visit our website <http://www.GGRepair.com>

WANTED TO BUY

Timber and Forest

HARDWOOD CROSS TIES & SWITCH TIES – Orders to place for July, August & September shipments – T/L's 6"x8"x86'6". We can truck quick pay, mixed hardwood timbers – all sizes, pallet cants – 3"x6" & 4"x6"; Switch ties wanted – orders to place for oak & mixed hardwood switch ties – 7"x9" – 9'/16' truck or rail; Logs wanted – C4S veneer logs, also C3S logs. Must be able to load 40' containers. Need Walnut, cherry, red oak, white oak, ash, hard maple and poplar logs. Timbers for logs homes – advise what you now make. Call to arrange inspection. White Pine Planks – 5 T/L's per month needed – rough green 70% 1-5/8" x 7-38/8" up to 1/3 8' bal. 10-16', 30% 2-1/2" x 9-3/8" up to 1/3 8' bal. 10-16', ALSO, 6-1/4"x12" – 10' to 16' heavy 12' & 16'. #2 common grade – tight defects permitted. No rot. Contact W. Preston Germain, Germain lumber Co., Inc., Pittsburgh, PA 15215, phone (412) 782-3240, Fax (412) 781-2551, E-mail germain@bellatlantic.net.

Wanted 6/4 low grade hardwood lumber for stake manufacturing...6, & 8" widths Call Bob 610.621.2893, ramco@juno.com

Equipment

LOG CABIN TOOLING for Pendu saw, late model pallet manufacturing, wooden stake, and shavings bagging equipment....call for price. Contact Bob Montgomery at (610) 621-2393.

We are interested in buying savagable machinery. Contact: Schaefer Enterprises of Wolf Lake, Inc., POB 136, 4535 State Route 3 North, Wolf Lake, IL 62998. Ask for Jerry Call 800-626-6046; 618-833-5498 FAX 618-833-7765, or Email at parts@sewlparts.com or visit our web site www.sewlparts.com.

Employment

LUMBER GRADER – St. Croix Valley hardwoods in Luck, WI was a job opening for an experienced lumber grader. An

HHLA graduate with work experience is preferred, but a non-grad with extensive work experience is acceptable. We are a very stable company with very good pay and benefits for the right person. Contact Paul Stapel, St. Croix Valley Hardwoods, Box 120, Luck, WI 54853-0120, phone (715) 472-8994.

CROSS TIE BUYERS – May be retired person, call on mills near you. Quick pay mills. Take by truck or rail depending on area. Good incentive arrangement. ALSO, Man who can inspect logs before shipment. CALL COLLECT to Preston Germain to discuss (412) 782-3240.

PROCUREMENT FORESTER
WANTED- Hardwood manufacturing and distribution company ahs openings for Procurement Foresters in the northern two-

thirds of Indiana and southern lower Michigan.

These individuals will be responsible for managing private forests through the purchase of standing timber for our sawmills.

Desired qualifications include a bachelors degree in a forestry or natural resources related field and a desire to work outdoors.

Please send resume to: IHLA, Attn: Sam, 3600 Woodview Trace Ste. 101, Indianapolis, IN 46268.

If you want to list items, fill in the form below:

FOR SALE WANTED TO BUY SERVICES EMPLOYMENT

FOREST PRODUCTS ☐ FOREST PRODUCTS ☐ FOR SALE ☐ AVAILABLE ☐ REMOVE FROM
EQUIPMENT ☐ EQUIPMENT ☐ WANTED ☐ WANTED ☐ MAILING LIST ☐

NAME ----- DATE -----
ADDRESS-----COUNTY -----
CITY ----- ZIP CODE -----PHONE AC (-----) -----

The Wisconsin Department of Natural Resources reserves the right to edit all items included and accepts no responsibility for the accuracy of description or for the commercial integrity of the persons or firms making offers in this Bulletin.

If you wish to use the facilities of the Bulletin, forward a letter, post card or form on page 11 with detailed description of your "wanted" or "for sale" items. All forest products (stumpage, logs, pulpwood, posts, poles, trees and lumber, etc.) and services (custom sawing, custom kiln drying and tree planting, etc.) may be listed. Please be sure your full name, address (including zip code), telephone number accompany your listing, there is no cost for listing any items. If you want items repeated in the next issue, send in a written request. If you have comments about the Bulletin or have suggestions on its content, write to: Forest Products Specialist, 3911 Fish Hatchery Road, Fitchburg, WI 53711, phone (608) 231-9333 FAX (608) 275-3338.

DEADLINE FOR ITEMS TO BE LISTED IS THE 20TH OF: FEBRUARY, APRIL, JUNE, AUGUST, OCTOBER, and DECEMBER.



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